

Governor's Supplier Diversity Council

August 17, 2017 Meeting

Minutes from August 17, 2017, Governor's Supplier Diversity Council Meeting **Video Conferenced Meeting in Housing Authority offices in both Wilmington and Dover**

Attendees:

Present in Wilmington: Ken Anderson, Givvel Marrero, Sakthi A. Vel PhD, and Jayshree Moorthy (arrived at 10:47am)

Present in Dover: Devona Goeins Williams PhD., Dean Stotler, and Michelle Morin

Present on the phone (non-voting): Wendy Brown, Stephanie Young, Brian Leahy, Karen Davis Williams, and Debbie Sacra

Absent: Theresa Brown Edwards Esq., Anas Ben Addi, Nick Callazzo III, Ron Frazier Esq., and Ralph Truitt,

Public Present in room in Wilmington: none.

Public Present in room in Dover: none

Public Present on the Phone: none identified

Meeting Opened:

Meeting Called to Order by Ken Anderson, GSDC Chair, at 10:37am.

Quorum:

A quorum (currently requires 6 of 11 members) was not reached at the start of the meeting, with five members present. At 10:47am a quorum was reached, with six members present.

Prior Meeting Minutes:

At the start of the meeting, without a quorum established, a conversation ensued regarding the fact that Council has not reached a quorum at the previous meetings in 2017, except for the June meeting with Governor Carney. The minutes from the past meetings had not been able to be reviewed and called to a vote. During this conversation, a quorum was reached when a sixth Council member joined the meeting. The minutes from October 2016, and March, June, and July 2017 meetings were reviewed and minor edits noted and made. The minutes were unanimously accepted as written upon a motion by Dean Stotler and seconded by Dr. Devona Williams.

August 17 Meeting Notes:

- Chair Ken Anderson greeted everyone and offered a special mention of gratitude to the Delaware Housing Authority for hosting the meeting in both locations via web-cast and phone.

Under New Business,

- Chair Ken Anderson asked for new business.

- Michelle Morin shared that OSD and Contracting have both started Blogs to reach vendors in a new way, and a posting will be shared via the OSD Facebook account and list serve to point to the blogs. The blogs are:
 - Contracting.blogs.delaware.gov
 - OSD.blogs.delaware.gov
- Ken Anderson announced that he wished to publicly congratulate a Council Member and his spouse, Dr. Devona Goeins Williams on her election to the role of Vice Chair of the Board of Trustees of Delaware State University (DSU). Dr. Williams provided some history about DSU including that it is a Historical Black College and University (HBCU), that it has been diverse in its student body, is currently one of the most diverse HBCUs in the nation, and that this is the first time in DSU history that both the Chair and Vice Chair are African American Women.
- Ken Anderson shared a bit about House Bill 226 (HB226) and the new Delaware Prosperity Partnership (P3) and the Division of Small Business, Development and Tourism (DSBDT); both of which replace what was formerly the Delaware Office of Economic Development Office. (DEDO). The P3 is expecting an interim CEO with preliminary support for the P3. Ken explained that his role is the same with some expansion and adds the Main Street work under his direction. The Business Development Roundtable will be moved during integration to the P3, will focus at a macro level, add a level of business attraction and another level of workforce development; these will duplicate DSBDT. An overlap between P3 and DSBDT will be a focus on Tech early start-ups and DuPont Spin outs at the DuPont Experimental Station as well as in Bio-Pharma. For the Strategic Fund, the P3 will look at State approach to the CDF process and will fill out applications to present to DSBDT and an internal investigative committee to determine to take the business to CDF and Strategic Fund. The Director of DSBDT will decide if the applicant received funding or not. The P3 Board is being identified and the Delaware State Chamber of Commerce (DSCC) is supplying names. The DSBDT will redirect businesses as DEDO always has, and push them to SCORE and other entities and possibly to the P3.
 - Concern was raised and supported by other Council members on the topic of reduction of or lack of Latinos at DSBDT and if there would be diversity in the P3. Outreaching to other Chambers to assist with supplying other names to support diversity in the Board was suggested. It was discussed that DSCC has added a member to their Board who is a Millennial and an ethnic minority, and noted that his business has angel or venture capital money and has grown differently than most of the supplier diversity community Council represents.
 - Also raised was the recent photograph of the Governor signing the P3 papers and the lack of diversity in that photograph.
 - A member thanked Ken for sharing the details and suggested that Council may grow involvement to Chambers and member groups to add diversity. Ken was asked to further share what DSBDT's role is now that it is within the Department of State as to business resources, Chambers, and Membership Groups. Ken shared that there is ongoing formation of the

- role of DSBDT, that many of the supporting work to small business will be the same and that other areas are being developed. A representative of DSBDT will participate at the P3 to listen and be part of the discussions.
- A member suggested listening sessions to have a representative of the P3 attend a Council meeting and be part of our discussion.
 - Michelle Morin shared other new activities of OSD in partnership with other Agencies. OSD is part of the Office of Management and Budget (OMB), and not part of the DEDO changes. OSD continues to move forward with daily work for the supplier diversity community of diverse and small business. A new FY2018 area of opportunity that OSD is developing, with GSS, is to look at State spend from grant funds. All OSD reporting to date has been from the General Funds. In looking at Grant funds and which businesses participate with the State OSD is partnering with two agencies to start with, they are:
 - Department of Health and Social Services (DHSS) and Wendy Brown, the Lead Liaison has scheduled meeting with leaders of two programs for exploration. The primary focus at this moment is the Purchase of Care grant funds that support childcare and pay directly to providers for care of children in this program. OSD and DHSS are setting up public meetings with this program and the providers to share the value of Certification and the importance to DHSS and OSD to be able to measure and report how the State is doing working with diverse and small businesses. More information to come at the next meeting.
 - Department of Natural Resources and Environmental Control's (DNREC) Division of Energy & Climate has a grant fund program for energy efficiency for businesses. This is an application program for businesses to seek grant funding, in whole or in part, to improve their energy efficiency from light-bulbs to larger improvements such as replacing equipment, all with a positive environmental impact. There is new funding in the grant program that is reserved for the diverse vendor community of minorities, women, veterans, service disabled veterans, and individuals with disabilities resulting from the Public Utility Commissions approval of the merger of Exelon with Delmarva Power and PEPSCO. The statewide kickoff of a workshop to share this information will be on the second Thursday of September the 14th, at the Delaware Libraries, and simulcasted to the Inspiration Spaces that are connected in all three counties.

Under Old Business,

- Chair Ken Anderson opened the conversation regarding Council Initiatives.
 - Discussions ensued regarding Council altering past timelines and look at Initiatives as extending beyond a calendar year. Dr. Williams suggested a more strategic planning be considered; to include hearing from each members' constituents to develop themes of areas of support and then Council may consider next steps, with a one to three-year planning outcome.
 - Dean Stotler shared the Government Support Services (GSS) and OSD purviews, and that they are not beholden to the request of Council to perform operational

and strategic work. He supported the approach for strategic thinking and suggested a survey for a top three to five areas that business are identifying as their needs and raised the example of access to capital is one possible top theme. The Council may then consider how to publish a resource chart for businesses to be assistive in their finding the access points to meet their needs.

- On this point, Givvell Marrero shared that the Hispanic Commission is looking at a similar way to support that community.
- Ken Anderson shared that he is that point of connection within DSBBDT. Members shared that one person should not be the single point of connection and that a return of the information back to Council to then develop or recommend the development of a list and frame the conversation of the most common business needs would create an outcome that supported the community.
- A whitepaper was suggested to make a recommendation to the Chief Executive for framework of the outcomes of diverse business community support needs.
- The inclusion of technology tools and other uses of technology that may be where the list is offered, such as an App was discussed.
- A one-stop place to share the information, regardless of business size or ownership was discussed and supported.
- An Initiative was crafted and unanimously supported on motion by Dr. Devona Williams and seconded by Dean Stotler, as follows:
“Create a Whitepaper that lays out a framework of what businesses (traditional, diverse, and small) need in Delaware”

Public Question / Comment:

- At 11:58am, Chair Ken Anderson opened the floor for public comment. There were not any members of the public in the meeting rooms. It is unknown if any members of the public were on the phone as none self-identified.

Next Meeting:

The next Council meeting is set for September 13, 2017 at 1:00pm in both locations, with Dover as the primary location.

Meeting Adjournment:

Meeting adjourned by Ken Anderson, GSDC Chair, at 11:59am without motion.